

HELSEL INCORPORATED REALTORS®

213 PINE STREET, HARRISBURG, PENNSYLVANIA 17101 ■ 717/234-8044 FAX 717/233-3958

INDUSTRIAL REAL ESTATE AND APPRAISALS



ORIGINAL
FILE

JAMES L. HELSEL
JAMES L. HELSEL, JR.

BEN G. HELSEL
1929-1969

September 1, 1992

RECEIVED
SEP 8 1992

MAIL BRANCH

RECEIVED

Office of the Secretary
Federal Communications Commission
1919 M Street, N.W.
Washington, DC 20554

Attn: Docket Number 92-90 SEP 18 1992

Dear Mr. Secretary:

FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

It has come to my attention that the Federal Communications Commission is discussing restriction of "cold telephone calling" to potential clients and customers.

Unlike those sales tactics used by individuals selling small tangible items, real estate agents, on a whole, are professional in their approach to contacting sellers and buyers. More importantly you impede, unfairly, our ability to communicate with prospective customers or clients in a manner traditionally considered a major stepping stone in our marketing efforts.

Communication to various mediums is important to all forms of business. If the Commission determines "cold calling" to be offensive to the point where a ban becomes necessary, it seems the Commission is beginning to step beyond the bounds of its true charge.

I look forward to retaining an open dialogue with the Commission with regard to this matter. I would ask that the Commission determine this issue to be one which should remain status quo.

With kind regards, I remain

Sincerely yours,

HELSEL INC. REALTORS

James L. Helsel, SIOR, CPM, CRB
President

JLH/cb

RECEIVED
SEP 8 4 26 PM '92
INFORMAL COMPLAINTS
ENFORCEMENT DIVISION
COMMON CARRIER BUREAU

Individual Memberships:

National Association of Realtors®
Society of Industrial and Office Realtors®
Realtors® National Marketing Institute

Appraisal Institute
Commercial Investment Real Estate Institute
Pennsylvania Association of Realtors®

Greater Harrisburg Association of Realtors®
Institute of Real Estate Management
International Right-of-Way Association R/W

**COLDWELL
BANKER**

RECEIVED
RECEIVED

ORIGINAL
FILE RECEIVED

SEP 18 1992

SEP 4 8 1992 '92

FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

INFORMAL COMPLAINTS
MAIL BRANCH
ENFORCEMENT DIVISION
COMMON CARRIER BUREAU

COLDWELL BANKER
RESIDENTIAL REAL ESTATE
849 WAUKEGAN ROAD
DEERFIELD, IL 60015-3205
(708) 945-3460 BUSINESS
(708) 945-8937 FAX

August 28, 1992

Office of the Secretary
Federal Communications Commission
1919 M St. N.W.
Washington, D.C. 20554

RE: Telephone Consumer Protection Act of 1991;
Docket No. 92-90; Adopted April 10, 1992

Dear Secretary:

This is to urge you not to restrict person-to-person telephone solicitations in the regulation you are now considering.

The implementing of this act could have a substantial impact on my business. Many Realtors utilize live cold calling to farm a particular local area for prospective real estate listings. As a Realtor I work hard to establish a recognized name in my particular market and, therefore, do not engage in the use of auto dialer calls.

It my understanding that the National Association of Realtors is not aware of any consumer complaints against real estate brokers arising from local telephone marketing.

Early in a live solicitation, a consumer can indicate whether there is any interest in my service and terminate the call, and also indicate the wish to be removed from my call list. Therefore it seems only reasonable to treat live solicitations differently from auto dial solicitations.

Sincerely,

Nancy Shantz

ORIGINAL
FILE

RECEIVED

SEP 18 1992

FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

RECEIVED

SEP 8 1992

MAIL BRANCH



September 3, 1992

Office of the Secretary
Federal Communications Commission
1919 M. Street
Washington, D.C. 20554

Attention: Docket No. 92-90

I have recently learned that the F.C.C. is considering a regulation to restrict person-to-person telephone solicitations. As a practicing professional REALTOR, such a regulation would be devastating to my personal business.

I am asking that this regulation not be imposed - at least on real estate sales persons soliciting clients and customers.

Thank you for your consideration.

Sincerely,

Margy Jamison

RECEIVED
SEP 8 4 26 PM '92
INFORMAL COMPLAINTS
BRANCH
ENFORCEMENT DIVISION
COMMON CARRIER BUREAU



2901 Providence Road / Charlotte, North Carolina 28211
Office: 704/366-8791 Fax: 704/366-8024 Toll Free: 1-800-537-3638





ORIGINAL
FILE RECEIVED

SEP 18 1992

FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

RECEIVED

SEP 8 1992

MAIL BRANCH

September 3, 1992

Office of the Secretary
Federal Communications Commission
1919 M. Street
Washington, D.C. 20554

Attention: Docket No. 92-90

I have recently learned that the F.C.C. is considering a regulation to restrict person-to-person telephone solicitations. As a practicing professional REALTOR, such a regulation would be devastating to my personal business.

I am asking that this regulation not be imposed - at least on real estate sales persons soliciting clients and customers.

Thank you for your consideration.

Sincerely,

James A. Berry
Search Relocation Services

RECEIVED
SEP 8 4 26 PM '92
INFORMAL COMPLAINTS
BRANCH
ENFORCEMENT DIVISION
COMMON CARRIER BUREAU



2901 Providence Road / Charlotte, North Carolina 28211
Office: 704/366-8791 Fax: 704/366-8024 Toll Free: 1-800-537-3638

